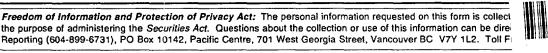


**British Columbia Securities Commission** 

QUARTERLY AND YEAR END REPORT

02 AUG 27 (11 8: 20 (previously Form 61) BC FORM 51-901F



### **INSTRUCTIONS**

This report must be filed by Exchange Issuers within 60 days of the end of their first, second and third fiscal quarters and within 140 days of their year end. "Exchange issuer" means an issuer whose securities are listed and posted for trading on the Canadian Venture Exchange and are not listed and posted on any other exchange or quoted on a trading or quotation system in Canada. Three schedules must be attached to this report as follows:

#### SCHEDULE A: FINANCIAL STATEMENTS

Financial statements prepared in accordance with generally accepted accounting principles are required as follows:

For the first, second and third financial quarters: Interim financial statements prepared in accordance with section 1751 of the CICA Handbook, including the following: balance sheet. income statement, statement of retained earnings, cash flow statement, and notes to the financial statements.

The periods required to be presented, consistent with CICA Handbook section 1751, are as follows:

a balance sheet as of the end of the current interim period and a comparative balance sheet as of the end of the immediately preceding fiscal year:

a statement of retained earnings cumulatively for the current list year-to-date, with a comparative statement for the comparable year-to-date period of the immediately preceding fiscal year; and SEP 0 6 20 Hat an issuer is in the development stage.

income statements and cash flow statements for the current with comparative statements for the comparable interim periods (current and year-to-date) of the immediately preceding fiscal year.

For the financial year end:

Annual audited financial statements prepared on a comparative basis.

Exchange Issuers with a fiscal year of less than or greater than 12 months should refer to National Policy No. 51 Changes in the Ending Date of a Financial Year and in Reporting Status for guidance.

Issuers in the development stage are directed to the guidance provided in CICA Accounting Guideline AcG-11 Enterprises in the Development Stage that states "enterprises in the development stage are encouraged to disclose in the income statement and in the cash flow statement cumulative balances from the inception of the development stage."

Issuers that have been involved in a reverse take-over should refer to the guidance found in BCIN #52-701 (previously NIN #91/21) with respect to such transactions including the requirement for disclosure of supplementary information regarding the legal parent's prior financial operations.

### SCHEDULE B: SUPPLEMENTARY INFORMATION

The supplementary information set out below must be provided when not included in Schedule A.

Analysis of expenses and deferred costs Provide a breakdown of amounts presented in the financial statements for the following: deferred or expensed exploration, expensed research, deferred or expensed development, cost of sales, marketing expenses, general and administrative expenses, and any other material expenses reported in the income statement and any other material deferred costs presented in the balance sheet.

The breakdown should separately present, at a minimum, each component that comprises 20% or more of the total amount for a material classification presented on the face of the financial statements. All other components of a material classification may be grouped together under the heading "miscellaneous" or "other" in the cost breakdown; the total for "miscellaneous" should not exceed 30% of the total for a material classification.

Breakdowns are required for the year-to-date period only. Breakdowns are not required for comparative periods.

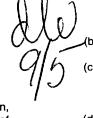
Issuers in the development stage are reminded that Section 3(9)(b) of the BC Securities Commission's Rules requires a schedule or note to the financial statements containing an analysis of each of exploration, research, development and administration costs, whether expensed or deferred and if the issuer is a natural resource issuer, that analysis for each material property. Because the analysis required by Rule 3(9)(b) must be included in the financial statements, the information does not have to be repeated in Schedule B. Consistent with CICA Accounting Guidelines AcG-11, staff considers an issuer to be in PROCESS the development stage when it is devoting substantially all of its operations have not considered an issuer to be in operations have not commenced. Further, in staff's view, the lack

income statements and cash flow statements for the current interim period and cumulatively for the current fiscal year-to-date, THOMSO Provide disclosure of all related party transactions as specified in FINANCIA ection 3840 of the CICA Handbook.

> Summary of securities issued and options granted during the period

Provide the following information for the year-to-date period:

- summary of securities issued during the period, including date of issue, type of security (common shares, convertible debentures, etc.), type of issue (private placement, public offering, exercise of warrants, etc.) number, price, total proceeds, type of consideration (cash, property, etc.) and commission paid, and
- summary of options granted during the period, including date, number, name of optionee for those options granted to insiders, generic description of other optionees (e.g. "employees",) exercise price and expiry date.
- 4. Summary of securities as at the end of the reporting period Provide the following information as at the end of the reporting period:
  - description of authorized share capital including number of shares for each class, dividend rates on preferred shares and whether or not cumulative, redemption and conversion provisions,
    - number and recorded value for shares issued and outstanding,
  - description of options, warrants and convertible securities outstanding, including number or amount, exercise or conversion price and expiry date, and any recorded value,
  - number of shares in each class of shares subject to escrow or pooling agreements.
- 5. List the names of the directors and officers as at the date this report is signed and filed.



### SCHEDULE C: MANAGEMENT DISCUSSION AND ANALYSIS

- 1. General Instructions
  - (a) Management discussion and analysis provides management with the opportunity to discuss an issuer's business, current financial results, position and future prospects.
  - (b) Focus the discussion on material information, including liquidity, capital resources, known trends, commitments, events, risks or uncertainties, that is reasonably expected to have a material effect on the issuer.
  - (c) For an issuer with active ongoing operations the discussion should be substantive (e.g. generally two to four pages in length); for an issuer with limited operations the discussion may not be as extensive (e.g. one page).
  - (d) The discussion must be factual, balanced and non-promotional.
  - (e) Where the discussion relates to a mineral project, as defined in National Instrument 43-101 "Standards of Disclosure for Mineral Projects," the disclosure must comply with NI 43-101.
- 2. Description of Business

Provide a brief description of the issuer's business. Where an issuer is inactive and has no business, disclose these facts together with a description of any plans to reactivate and the business the issuer intends to pursue.

Discussion of Operations and Financial Condition
Provide a meaningful discussion and analysis of the issuer's
operations for the current year-to-date period presented in the
financial statements. Discuss the issuer's financial condition as
at the date of the most recent balance sheet presented in the
financial statements.

The following is a list of items that should be addressed in management's discussion and analysis of the issuer's operations and financial condition. This is not intended to be an exhaustive list of the relevant items.

- (a) expenditures included in the analysis of expenses and deferred costs required under Securities Rule 3(9)(b) and Schedule B;
- (b) acquisition or abandonment of resource properties material to the issuer including material terms of any acquisition or disposition;
- (c) acquisition or disposition of other material capital assets including material terms of the acquisition, or disposition;
- (d) material write-off or write-down of assets;
- (e) transactions with related parties, disclosed in Schedule B or the notes to the financial statements;
- (f) material contracts or commitments:
- (g) material variances between the issuer's financial results and information previously disclosed by the issuer, (for example if the issuer does not achieve revenue and profit estimates previously released, discuss this fact and the reasons for the variance);
- (h) material terms of any existing third party investor relations arrangements or contracts including:

- i. the name of the person;
- ii. the amount paid during the reporting period; and
- iii. the services provided during the reporting period;
- legal proceedings;
- (i) contingent liabilities;
- (k) default under debt or other contractual obligations;
- a breach of corporate, securities or other laws, or of an issuer's listing agreement with the Canadian Venture Exchange including the nature of the breach, potential ramifications and what is being done to remedy it;
- (m) regulatory approval requirements for a significant transaction including whether the issuer has obtained the required approval or has applied for the approval;
- (n) management changes; or
- (o) special resolutions passed by shareholders.

### 4. Subsequent Events

Discuss any significant events and transactions that occurred during the time from the date of the financial statements up to the date that this report is certified by the issuer.

- 5. Financings, Principal Purposes and Milestones
  - (a) In a tabular format, compare any previously disclosed principal purposes from a financing to actual expenditures made during the reporting period.
  - (b) Explain any material variances and the impact, if any, on the issuer's ability to achieve previously disclosed objectives and milestones.
- 6. Liquidity and Solvency

Discuss the issuer's working capital position and its ability to meet its ongoing obligations as they become due.

How to File Under National Instrument 13-101 – System for Electronic Document Analysis and Retrieval (SEDAR)

BC Form 51-901F Quarterly and Year End Reports are filed under Category of Filing: Continuous Disclosure and Filing Type: Interim Financial Statements or Annual Financial Statements. Schedule A (Financial Statements) is filed under Document Type: Interim Financial Statements or Annual Financial Statements. Schedule B (Supplementary Information) and Schedule C (Management Discussion) are filed under Document Type: BC Form 51-901F (previously Document Type Form 61(BC)).

### Meeting the Form Requirements

BC Form 51-901F consists of three parts: Instructions to schedules A, B and C, issuer details and a certificate. To comply with National Instrument 13-101 it is not necessary to reproduce the instructions that are set out in BC Form 51-901F. A cover page to the schedules titled BC Form 51-901F that includes the issuer details and certificate is all that is required to meet the BC Form 51-901F requirements. The form of certificate should be amended so as to refer to one or two of the three schedules required to complete the report.

ISSUER DETAILS NAME OF ISSUER		FOR QUARTER ENDED	DATE OF REPORT YY / MM / DD
Advent Communications Corp.		02/06/30	02/08/15
ISSUER ADDRESS		· <del>l···································</del>	
#1103 - 3779 Sexsmith Road			
CITY / PROVINCE / POSTAL CODE		ISSUER FAX NO.	ISSUER TELEPHONE NO.
Richmond, BC, V6x 3Z9		(604)2790880	(604) 279886
CONTACT NAME	CONTACT POSITION	<u> </u>	CONTACT TELEPHONE NO.
Victor chui	President		(604) 279886
contact email address info@advent-comm.com	web site Address www.advent-comm.com		
CERTIFICATE The three schedules required to complete this Report are at approved by the Board of Directors. A copy of this Report w			ests it.
DIRECTOR'S SIGNATURE	PRINT FULL NAME Anthony Char	ı (	DATE SIGNED
DIRECTOR'S SIGNATURE	PRINT FULL NAME		DATE SIGNED
► \\\\\ \land\	Victor Chui	d	2/08/15
FIN 51-901F (Reverse) Rev. 2001 / 3 / 20	1		

Second Quarter Report Quarter ended June 30, 2002

Consolidated Financial Statements (Unaudited)
June 30, 2002

# Advent Communications Corp. Consolidated Balance Sheets

(Unaudited)

As at June 30, 2002

	2002 \$	2001 \$
Assets		
Current assets Cash Accounts receivable Inventories Prepaid expenses	1,344,488 524,338 282,816 14,917	832,850 363,250 498,907 26,262
	2,166,559	1,721,269
Deposits	32,713	17,777
Capital assets (note 3(a))	1,277,777	1,431,211
Goodwill and acquired subscriber base (note 3(b))	-	
Liabilities	3,477,049	3,170,257
Current liabilities Bank indebtedness (note 4) Accounts payable and accrued liabilities Deferred revenue Mortgage loans (note 6)	1,100,156 106,727 622,004	937,514 178,748 669,171
	1,828,887	1,785,433
Customer deposits	37,252	55,869
Advances from shareholders (note 5)	1,000,000	660,000
Shareholders' Equity		
Capital stock (note 7)	2,691,160	2,691,160
Deficit	(2,080,250)	(2,022,205)
	610,910	668,955
	3,477,049	3,170,257

### Approved by the Board of Directors

Director

# Advent Communications Corp. Consolidated Statements of Deficit

Consolidated Statements of Deficit (Unaudited) As at June 30, 2002

	2002 \$	2001 \$
Deficit - Beginning of period	(2,106,168)	(1,953,846)
Net earnings (loss) for the period	25,918	(68,359)
Deficit - End of period	(2,080,250)	(2,022,205)

Advent Communications Corp.
Consolidated Statements of Earnings and Deficit (Unaudited)

For the six-month period ended June 30, 2002

	3 months period ended June 30, 2002		Year-to-Date (6 months) ended June 30, 2002	
	2002 \$	2001 \$	2002 \$	2001 \$
Sales of pagers and cellular phones	2,208,457	1,771,529	3,884,645	3,668,573
Cost of sales	1,715,356	1,363,997	2,900,339	2,786,003
	493,101	407,532	984,306	882,570
Pager and air time rental Less: Air time charges	82,986 16,607	111,727 38,947	157,845 43,283	242,773 83,701
	66,379	72,780	114,562	159,072
	549,480	480,312	1,098,868	1,041,642
Other income	17,356	16,864	29,113	34,859
Gross profit	576,836	497,176	1,127,981	1,076,501
Expenses Salaries, commissions and benefits Marketing and promotion Rent and utilities Office and miscellaneous Business development Depreciation Professional fees Bad debts Insurance Business and property taxes Automobile and travel Repairs and maintenance Transfer agent and listing fees	267,359 71,359 59,186 43,051 14,594 10,673 15,061 3,039 11,374 9,918 3,403 25 1,641	259,382 41,667 54,030 57,263 25,403 18,073 10,681 2,803 10,904 8,402 3,272	527,754 162,220 126,285 84,943 27,188 22,005 33,025 3,063 22,490 15,802 11,007 1,148 4,330	557,640 90,120 128,523 121,771 54,441 38,289 16,231 4,838 20,870 14,271 19,664 133 2,839
Fouriers (loss) before undernoted items	510,683	492,479	1,041,260	1,069,630
Earnings (loss) before undernoted items	66,153	4,697	86,721	6,871
Bank charges and interest	23,776	14,713	50,808	34,009
Interest on mortgage loans	8,366	23,131	16,021	41,221
Loss (gain) on disposal of capital assets	(6,026)	-	(6,026)	
Net earnings (loss) for the period	40,037	(33,147)	25,918	(68,359)
Net earnings (loss) for the period	0.3¢	(0.3¢)	0.2¢	(0.5¢)

# Advent Communications Corp. Consolidated Statements of Cash Flows

(Unaudited)

For the six-month period ended June 30, 2002

	3 months period ended June 30, 2002		Year-to-Date (6 months) ended June 30, 2002	
	2002 \$	2001 \$	2002 \$	2001 \$
Cash flows from operating activities Net earnings (loss) for the year Items not affecting cash	40,037	(33,147)	25,918	(68,359)
Depreciation Loss (gain) on disposal of capital assets	10,673 (6,026)	18,073	22,005 (6,026)	38,289
Changes in non-cash working capital	44,684	(15,074)	41,897	(30,070)
Accounts receivable Inventories Prepaid expenses Accounts payable and accrued liabilities Deferred revenue	(100,548) 92,065 (3,543) (17,584) (15,467)	3,564 (45,547) 1,651 (140,354) (28,944)	(94,525) 24,102 12,399 (173,756) (62,565)	395,585 (146,800) (2,386) (264,374) (91,507)
•	(45,077)	(209,630)	(294,345)	(109,482)
	(393)	(224,704)	(252,448)	(139,552)
Cash flows from investing activities Deposits Purchase of capital assets Proceeds from disposal of capital assets	(12,108) (4,048) 22,500	(1,000) (21,551)	(32,713) (4,048) 22,500	(17,777) (41,551)
	6,344	(22,551)	(14,261)	(59,328)
Cash flows from financing activities Increase (decrease) in customer deposits Advances from shareholders Repayment of shareholders' loan Repayment of mortgage loans	669 - - (12,451)	1,164 120,000 - (9,055)	16,973 100,000 - (25,126)	17,754 360,000 (17,981)
Proceeds from issuance of common shares	(12,451)	(2,033)	(23,120)	(17,501)
	(11,782)	112,109	91,847	359,773
Increase (decrease) in cash and cash equivalents	(5,831)	(135,146)	(174,862)	160,893
Cash and cash equivalents - Beginning of period	1,350,319	967,996	1,519,350	671,957
Cash and cash equivalents - End of period	1,344,488	832,850	1,344,488	832,850
Cash and cash equivalents consist of Cash Bank indebtedness	1,344,488	832,850	1,344,488	832,850
	1,344,488	832,850	1,344,488	832,850
Supplementary cash flow information				
Interest paid	10,816	33,212	20,048	56,620
Interest received	1,540	6,221	2,651	12,571

Notes to Consolidated Statements (Unaudited)

For the six-month period ended June 30, 2002

### 1 Interim Financial Statements

While the interim financial statements are prepared by management without audit, they are prepared using the same accounting policies and methods of application as the Company's annual December 31, 2001 audited financial statements. It is suggested that these interim financial statements be read in conjunction with the Company's annual December 31, 2001 audited financial statements.

### 2 Significant accounting policies

### Basis of consolidation

The consolidated financial statements include the accounts of Advent Communications Corp. and its wholly owned subsidiaries, Am-Call Wireless Inc. (formally Am-Call Paging Corp.) and EZPage Communications Inc. (has been discontinued at July 31, 2001) ((collectively, "the company").

### **Inventories**

Inventories are valued at the lower of cost and net realizable value.

### Capital assets

Capital assets are stated at cost. Amortization is provided at the following annual rates:

Building 4% declining balance
Computer hardware, paging services operating
system and terminal 30% declining balance
Signs, furniture, fixtures and equipment 20% declining balance
Leasehold improvements straight-line over terms of leases

The paging services operating system is used for paging and cellular phone customers in the areas of operator assistance, secretarial, answering, customer billing and recording functions. The cost of the system consists of computer hardware, software, development and staff training costs.

### Goodwill and acquired subscriber base

The goodwill arising on consolidation represents the excess of the cost of acquisition over the cost assigned to the Goodwill and acquired subscriber base net identifiable assets of the subsidiaries. Goodwill is amortized on a straight-line basis over five years and was fully amortized in 1997. The acquired subscriber base is amortized on a straight-line basis over five years and was fully amortized in 2000.

### **Deferred revenue**

Deferred revenue represents payments received in advance from customers for pager rentals and monthly airtime charges.

Notes to Consolidated Statements (Unaudited)

For the six-month period ended June 30, 2002

### **Customer deposits**

Customer deposits represent security deposits for rental pagers to be refunded to customers upon the termination of rental contracts. Except for the portion included in current liabilities, it is considered that such deposits are not refundable within the next 12 months in the normal course of business.

### Use of estimates

The preparation of these consolidated financial statements requires management to make estimates and judgements that may affect the reported amounts of assets, liabilities, revenues and expenses. Actual results could differ from those estimates.

### Cash and cash equivalents

Cash and cash equivalents consist of cash in bank and bank lines of credit, which are an integral part of the company's cash management.

### Earnings per common share

Earnings per common share are calculated using the weighted average number of common shares outstanding during the period.

### 3 Capital assets and goodwill and acquired subscriber base

### a) Capital assets

			2002	2001
	Cost \$	Accumulated amortization \$	Net \$	Net \$
Land	613,732	-	613,732	613,732
Building	685,651	123,134	562,517	585,844
Computer hardware	67,421	49,576	17,845	20,514
Paging services operating system		•	- <b>,</b>	22.9
and terminal	159,166	142,780	16,386	137,193
Signs	50,830	35,822	15,008	14,969
Furniture, fixtures				
and equipment Leasehold	139,412	120,206	19,206	28,256
improvements	133,036	99,953	33,083	33,703
	1,849,248	571,471	1,277,777	1,434,211

Notes to Consolidated Statements (Unaudited)

For the six-month period ended June 30, 2002

Mortgage with interest at prime plus 1% and term ending August 2001, monthly principal repayments of \$792 plus interest, amortized over 11 years, secured by retail premises

77,601	85,596
622,004	669,171

The mortgage loans have various amortization terms ranging from 9 to 18 years. The company agrees interest rate terms for each mortgage loan for a one-year term in order to take advantage of floating interest rates. Principal payments due after one year are classified as long-term liabilities.

### 7 Capital stock

Authorized

50,000,000 common shares without par value

Issued

	Number of shares	Amount \$
Balance - December 31, 1999 Private placement (a) Stock options (b)	11,623,556 1,033,000 35,000	2,388,460 279,950 22,750
Balance – December 31, 2000 and 2001 Private placement Stock options	12,691,556	2,691,160
Balance - June 30, 2002	12,691,556	2,691,160

### a) Private placement

In May 2000, the company issued 500,000 shares at \$0.40 per share for \$200,000 to a director and to an employee of the company. Each share has an outstanding warrant that entitles the holder to purchase an additional common share of the company at an exercise price of \$0.45. These warrants have been expired in June 2002.

### Stock options

In February 2000, the company issued 1,200,000 stock options to certain directors and employees of the company at an exercise price of \$0.65 per share expiring February 2002. In March 2000, 35,000 of these options were exercised for proceeds of \$22,750, and the remaining 1,165,000 options have been expired in February 2002.

## Advent Communications Corp. SUPPLEMENTARY INFORMATION

June 30, 2002

### 1 Analysis of expenses and deferred costs

### (a) Deferred revenue

Deferred revenue represents payments received in advance from customers for pager rental and monthly airtime charges.

### (b) General and administration

Marketing and promotion		
Advertising & Promotion	\$	156,481
Entertainment		5,739
	\$	162,220
Office and miscellaneous		
Office	\$	57,388
Telephone		23,964
Miscellaneous		3,591
	\$	84,943
Cost of sales		
Cellular phones	\$	2,895,011
Pagers		5,328
	\$	2,900,339
Business Development		
Web site development & maintenance	<u>\$</u>	27,188

### 2 Related party transactions

See notes of financial statements.

### 3 Summary of securities issued and options granted during the period

(a) Securities issued

None

### (b) Options granted

None

## Advent Communications Corp. SUPPLEMENTARY INFORMATION - continue

June 30, 2002

Schedule B

### 4 Summary of securities as at the end of the reporting period

### (a) Authorized and issued share capital

Authorized – 50,000,000 common shares Issued and Outstanding – 12,691,556

### (b) Summary of options, warrants and other convertible securities outstanding

1,165,000 stock options at an exercise price of \$0.65 per share, which have been expired on February 17, 2002.

500,000 share purchase warrants at a price of \$0.45 per share have been expired on June 12, 2002.

### (c) Shares held in escrow or subject to pooling

None

### 5 List of directors

Directors	Officers
Victor Chui	President
Anthony Kei-Fat Chan	
Sin-Kuen Yau	
Edgar Pang	Secretary

## Advent Communications Corp. MANAGEMENT DISCUSSION AND ANALYSIS

June 30, 2002

Schedule C

### GENERAL

Advent Communications Inc. (together with its wholly owned subsidiaries, the "Company") is an independent specialty retailer of cellular and wireless products, services and accessories, with 11 stores in Canada (6 in Toronto and 5 in Vancouver). The Company's stores seek to offer one-stop shopping for consumers to purchase cellular, personal communication services ("PCS"), paging, and other wireless products and services and related accessories.

The Company's business strategy is to offer a wide range of wireless products and services at competitive prices, through conveniently located and attractively designed stores. The Company has historically focused on the ethnic Asian market, supported by knowledgeable customer service representatives that speak both English and Chinese.

The Company believes that this strategy provides it with a competitive advantage by combining product selection, competitive prices and knowledgeable service in the customers' native language, results in longer term subscriptions with a lower cancellation rate.

The Company's stores typically sell up to 20 different makes and models of cellular and PCS phones and pagers and over 100 stock keeping units ("SKUs") of wireless products and accessories, such as batteries, home and car chargers, vehicle adapter kits and cases. The Company supports its broad product offering with knowledgeable and personalized customer service focused on educating the consumer and identifying the most appropriate products and services for each consumer's individual needs.

The Company's revenues are generated principally from three sources:

- EQUIPMENT AND SERVICE PLAN SALES. Equipment and service plan sales involve: (i) the sale of
  cellular, PCS and wireless products, such as phones, pagers and related accessories in the Company's retail
  outlets; (ii) activation commissions the Company receives from the applicable cellular carrier when a
  customer initially subscribes for the cellular carrier's service; and, (iii) cellular residual payments, which are
  based upon a percentage (5% to 8%) of the customers' monthly service charges and are recognized as
  income when received from the carrier.
- 2. PAGER AND AIR-TIME RENTAL. The Company receives monthly payments made by its paging customers and paging carriers. Paging revenues are received on a monthly basis directly from pager customers for the pager airtime that the Company provides from paging carriers from which the Company buys wholesale air-time and then resells it to individuals and small businesses. In addition, the Company collects a fee on pagers rented to its subscribers. Such paging equipment rental customers have been declining in recent years.
- OTHER INCOME. Other income consists of miscellaneous repair work, interest on overdue accounts and other services charges.

Historically, equipment and service plan sales have accounted for most of the Company's net revenues. For example, equipment and service plan sales accounted for 95.4% of total revenues in the first six months of 2002, versus 93.0% in the same period of 2001. The increase in percentage of equipment and service plan sales reflected the increase of cellular phone sales and the decrease of paging airtime income. The decreased cost and increased market penetration of cellular and PCS communications products has also led to a decline in new

paging customers and an increase in the churn rate of paging subscriber. This contributed to a decline in the pager rental revenues during the period.

### RESULTS OF OPERATIONS

TOTAL REVENUES increased 3.2% to \$4,071,603 for the six months period ended June 30, 2002 from \$3,946,205 for the same period in 2001. The increase in revenues was due to increases in phone sales, net of a decline in pager sales, airtime and rental income.

During the period, equipment and service plan sales of wireless communications equipment increased by \$216,072, or 5.9% to \$3,884,645 in the first six months of 2002 from \$3,668,573 in the same period of 2001. The increase in equipment and service plan sales can be attributed to an increase in same-store revenues resulting from more attractive and lower cost service plans offered by carriers.

Pager and airtime rental revenues decreased by \$84,928, or 35.0%, to \$157,845 in the first six months of 2002 from \$242,773 in the same period of 2001. The decrease was due to reduced pager airtime and pager rental income resulting from fewer paging customers, as the more versatile cellular and PCS services became more affordable.

The decrease of other income in the first six months of 2002 by 16.5% to \$29,113 compared with the same period of 2001 is due to the decrease of paging subscribers.

GROSS PROFIT increased by \$51,480, or 4.8% to \$1,127,981 in the first six months of 2002 from \$1,076,501 in the same period of 2001. As a percentage of total net revenues, gross profit margin increased to 27.7% for the six months period ended June 30, 2002 from 27.3% in 2001 primarily due to increases in cellular subscriber base with more residual commission, net of decreases in pager rentals and air-time residuals and slightly lower margins on cellular phone sales due to competition.

The gross profit on wireless equipment and service plan sales increased by \$101,738 or 11.5% to \$984,306 for the first six months of 2002 from \$882,570 for the same period of 2001. The increase was due to an increase in phone sales. The gross profit on pager rental and air-time residual income decreased by \$86,312 or 45.8% to \$72,780 in the first six months of 2002 from \$159,092 in the same period of 2001. The decrease in gross profit from pager rental and air-time residual income was a result of lower sales and dropping paging subscriber base, as pagers are being replaced by cellular and PCS products.

### **EXPENSES**

Operating expenses decreased by \$28,370, or 2.7% to \$1,041,260 in the first six month of 2002 from \$1,069.630 in the same period of 2001. The decrease in operating expenses was primarily due to a decrease in billing expenses for paging subscribers, amortization expenses and professional fees.

As a percentage of total revenues, operating expenses decreased to 25.6% of revenues in the first six months of 2002 from 27.1% in the same period of 2001. The decrease was a result of both higher revenues and the lower operating expenses, which has resulted in a more efficient operation.

The Company spent \$27,188 in six months of 2002 compared with \$54,441 in the same period of 2001 on development and maintenance of Internet websites <a href="https://www.i2828.com">www.i2828.com</a> which were classified as Business Development Expenses. The Company has spent less on website development but spent more on website modifications and maintenance.

NET INCOME increased by \$94,277 to \$25,918 (0.2¢ per share) for the first six months of 2002 from a (loss) of (\$68,359) ((0.5¢) per share) for the same period of 2001.

### **FUTURE AND NEW DEVELOPMENTS**

The paging industry will continue to decline, the Company will not expand its paging business but it will continue to sell pagers and paging services in its existing retail stores.

With the new technologies such as GPRS (General Packet Radio Service) and 3-G (the third generation of mobile), the cellular industry will be still growing very fast in the coming years. Therefore, the Company is exploring opportunities to expand its retail operations through store openings and acquisitions.

The number of members for community site <u>www.i2828.com</u> is still increasing; the Company is exploring opportunities for seeking Internet banner advertisers and e-commerce business. The Company is now working on more features such as more games and photo albums in addition to the following features:

### Personal Page

Members can place photos on their personalized Web pages and have their friends visit and sign their guest books.

### Web E-mail

Each member will have access to a free E-mail account with features that include storage space of up to a maximum of 50 megabytes, and notification by PCS or a wireless device upon receipt of new E-mail messages.

### E-messaging

Members can stay in touch and communicate with their friends while on-line by sending and receiving instant messages.

### E-reminder

Members can set up their own personal calendar and schedules to remind themselves of important events and appointments via E-mail and/or wireless devices notifications.

### Forum/Message Board

This feature allows members to voice their opinions and communicate with other *i2828.com* members and to chat with other members at the same time.

#### E-cards

This feature allows members to crate their own greeting cards (in *Flash* format) and send the cards to their friends over the Internet.

### Points and Awards

Members can earn i2828.com points while surfing the i2828.com Web site, and redeem the points for prizes.

### E-Chat

A chat room allows members to chat online on their common interested topics.

### **INVESTOR RELATIONS**

The Company does not have any contract for investor relation's activities.